

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Golden Valley Electric Association **Opportunity #** 969739
PARTNER/VAD NAME: N/A

SECTION I - Approval Requests:

New HQAPP Requests: Golden Valley needs 3 additional HQAPP approvals in order for us to wrap the deal up this quarter:

1. Technical Support Cap: Cap support uplift at 0% for 4 RENEWAL years (3 renewal yrs previously approved)
 This was my intention when originally submitted the approval request. The ROI built with the customer was a 5 year model that included a flat support rate. With this model, we arrived at a total price that was at the maximum the board approved.

2. Approval to split transaction into 2 physical contracts: one cash deal, and one financed
 Both deals will be submitted simultaneously. Oracle has grown the deal above the configuration that HQAPP approved. To do so, customer needs secondary deal to be financed through OFD. First deal meets previously approved dollar thresholds. Second deal will be in addition to the minimum license revenues already approved.

Note : the original net L/S will be met at the amount we have approval for. The additional approvals requested are to cover a second, simultaneous license order over and above the original deal. Pending final negotiations and the additional approvals requested, we expect the secondary transaction to come in around \$200K in L/S.

3. Technical Support Cap: Cap support uplift at 0% for 4 RENEWAL years to be approved for both transactions--
 HQAPP The ROI built with the customer was a 5 year model that included a flat support rate. With this model, we arrived at a total price that was at the maximum the board approved.

Previously approved requests (include date of approval): 4/29/03

HQAPP Requests:

1. 45% discount- Store- plus 25%, e-bus suite - old model.
2. 45% discount- Collaboration suite at store plus 25%
3. Price Hold for 2 years with 25k min purchase
4. Technical Support Cap: Cap support uplift at 0% for 4 yrs

TIER 1 Requests:

TIER 2/3 Requests:

1. License deal with Time and Labor—Clive Swan approval

SECTION II – Deal Summary:



Deal Summary	
Programs	Ebusiness suite, add-ons, Collaboration Suite, Advanced Security, Tools
License Discount	45% (ebiz + 25%)
Support Discount	45 % (ebiz + 25%)
Comp & Admin Discount	N/A
Phased Implementation for Comp & Admin?	N/A

Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	
Price Holds	Hold price for 2 years on above products + potential ala carte options for ebusiness suite not acquired in original transaction
List License	411,000
List Support	90,420
List Comp & Admin	N/A
Net License	226,050
Net Support	49,731
Net Comp & Admin	N/A
Net Total Price	275,781
Price List Used	Feb 2003

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	N/A
Date of Price List for price hold	N/A
When does price hold expire?	N/A
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	N/A
Name of Agreement if applicable	N/A

SECTION III - Justification:

Golden Valley Electric Association (GVEA) is a non profit rural electric cooperative formed to bring electric service to rural areas of Interior Alaska. We are in a very competitive battle with JDE for a May deal. After a successful CVC visit, we have been named GVEA's preferred vendor, subject to final pricing and negotiations. JDE has presented very aggressive pricing and continues to be a threat. Customer has committed to sign in May timeframe and OCS will do implementation work

Additional Background- We are engaged in a highly competitive battle with an All-Inclusive bid from JDE in this account. In fact, the CIO had the JDE bid on his desk to be signed when we worked our way back into the deal. To get back in the door, we further discussed, demonstrated, and quoted the Ebusiness Suite. The customer engaged with us on a 3 day CVC as well; where we held workshops and additional demonstrations to prove Oracle's match for their business needs.

Golden Valley Electric Association has communicated to Oracle a fixed 4- year budget in which they have to work with. This budget includes license purchase and support for this term. The only way for Oracle to match the application footprint defined by the customer, within the budget set by the CFO is to secure the approvals below.

HOAPP Requests

The approval of store + 25% as the discount needed to combat the all-inclusive bid prepared by JDE. Additionally, we need the discount to compensate for the total employee count (200) and the metrics for add-ons, which are currently 500 (payroll, balanced scorecard, ABM). JDE has compensated their pricing model to reflect a price more in line with the employee count at Golden Valley.

The approval for Collaboration suite at store + 25% also keeps the deal in line with the budget the customer has to spend.

A price hold for 2 years is necessary for Golden Valley to maintain the ability to purchase additional licenses from Oracle should operating capital become available during the implementation. Executives at Golden Valley are interested in expanding the applications footprint when the initial phases of implementation are successful.

Technical support cap at 0% uplift for 4 years- Golden Valley has strongly enforced the idea of a fixed, budgeted sum of money they can invest with Oracle for the next 4 years. The support cap assures a technical support fee that can be budgeted and accounted for with great accuracy.

Tier 2/3 Requests

License deal with Time and Labor—Clive Swan approval- Golden Valley is interested in recording time and labor metrics through the Oracle suite in order to replace an aging legacy system which was written in-house and is very costly to maintain. Customer is engaged with

Oracle consulting concerning the implementation of the Time and Labor application. The application in its current state has been demonstrated to the customer as well.

Golden Valley would be a new Applications customer for the Pacific Northwest. Winning this deal will literally take a customer from the hand of JDEI. This win would also continue Oracle's dominance in the Alaska marketplace, adding momentum and a reference account to the Fairbanks area which we can leverage for additional applications wins in the future.

License	Quantity	List Lic	Net Lic	List Support	Net Support
IDS	2	10,000	5,500	2,200	1,210
Discoverer	5	5,000	2,750	1,100	605
Collab. Suite	200	12,000	6,600	2,640	1,452
Adv Security	165	33,000	18,150	7,260	3,993
Ebus Prof	65	260,000	143,000	57,200	31,460
Employee	135	54,000	29,700	11,880	6,534
Payroll	500	30,000	16,500	6,600	3,630
Time/Labor	200	7,000	3,850	1,540	847

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: *Mark Tracy ASM*

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details**Instructions - Fill in all sections completely.**

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at <http://esource.oraclecorp.com>

PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.

PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.

MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	4/24/03
Opportunity I.D. (OSO Number):	969739
Is this a ship order?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input checked="" type="checkbox"/> No
Quote Valid Through (insert date):	May 16, 2003
Partner (insert name, if applicable)?	Margin or % of net license fees _____
VAD (insert name, if applicable)?	Margin or % of net license fees _____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?	<input type="checkbox"/> Yes <input type="checkbox"/> No
If yes, specify payment type:	<input type="checkbox"/> Applications Affiliate Fee <input type="checkbox"/> ROP Fee (<i>GB Use Only</i>)
MIGRATIONS OR UPDATES:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
PREMIUM SERVICES:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
INCIDENT PACKS:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Payment Terms:	<input type="checkbox"/> Net 30 <input type="checkbox"/> Other (Specify) _____
Referenced Agreement:	<input checked="" type="checkbox"/> New OLSA <input type="checkbox"/> Other (Specify) _____

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Golden Valley Electric Association
Business Address:	758 Illinois St
City / State / Zip:	Fairbanks/AK/99707
Customer Contract Admin:	Brian Youngberg
Phone #:	907-458-5802
Fax #:	
E-mail ID:	blyoungberg@gvea.com
Billing Contact:	Jeff Yaune
(Partner/VAD if Indirect):	
Address:	758 Illinois St
City / State / Zip:	Fairbanks/AK/99707
Phone #:	907-458-5778
Fax #:	
E-mail ID:	jpyaune@gvea.com
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt ____
Shipping Contact:	Brian Youngberg
Address:	758 Illinois St
City / State / Zip:	Fairbanks/AK/99707
Phone #:	907-458-5802
Fax #:	
E-mail ID:	blyoungberg@gvea.com
Technical Support Contact:	Brian Youngberg
Address:	Same
City / State / Zip:	
Phone #:	
Fax #:	
Email ID:	
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$ <u>N/A</u>
Education Discount:	<u> </u> %
Education Revenue:	\$ <u> </u>
Education Sales Rep:	

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make: Win

OS: 98/NT/2000

PROGRAMS:

License	Quantitiy	List Lic	Net Lic	List Support	Net Support
IDS	2	10,000	5,500	2,200	1,210
Discoverer	5	5,000	2,750	1,100	605
Collab. Suite	200	12,000	6,600	2,640	1,452
Adv Security	165	33,000	18,150	7,260	3,993
Ebus Prof	65	260,000	143,000	57,200	31,460
Employee	135	54,000	29,700	11,880	6,534
Payroll	500	30,000	16,500	6,600	3,630
Time/Labor	200	7,000	3,850	1,540	847

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Applications		
Will applications be modified:	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
Will users be accessing modified Apps from the web:	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
Have all prerequisites been included:	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
Will users use Fast Forward RPM:	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Will applications be hosted:	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
Indicate database that Apps will run on:	Oracle	
Indicate CSI for existing prerequisite database and tools:	3423597, 2245563, 3228676	

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	Financing through OFD
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Mark Tracy
Technology Sales Manager	Mark Fazio
Account Manager	Mark Tracy
iSD Rep	Caryn Bleile
Education Sales Rep	Victor Miller
Support Renewals Rep	Ann Vick
Premium Support Rep	

Migrations Manager	
Is there a teaming agreement?	<input checked="" type="checkbox"/> Yes - Mark Tracy, Mark Fazio, Tim Otoole <input type="checkbox"/> No
Requester:	Name: Mark Tracy Business Telephone: 425 637 3245 Cell Phone: 425 985 6745